

Message Text

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64

ACTION EUR-12

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TO USDOC WASHDC
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UNCLAS BERLIN 5546

E.O. 11652: N/A

TAGS: BEXP, GE, US

SUBJECT: ASSISTANCE TO GDR FOREIGN TRADE ORGANIZATION OFFICIAL

REF: BERLIN 5500

BEWT/TDAD FOR STECHSCHUTTE; BEWT/EE FOR HUTCHINSON

1. DR. KURT KLOSE, DEPUTY DIRECTOR GENERAL OF THE GDR FOREIGN TRADE ORGANIZATION (FTO) INDUSTRIEANLAGEN-IMPORT, HAS APPROACHED THE EMBASSY FOR ASSISTANCE IN CONTACTING AMERICAN FIRMS ABLE TO FURNISH SPECIFIED TECHNOLOGIES AND TURN-KEY PLANTS DURING THE NEXT FIVE YEAR PLAN PERIOD, 1976-1980. KLOSE WISHES TO A) DETERMINE THE CAPABILITY OF SUCH FIRMS TO PROVIDE THE DESIRED PLANT; B) DISCUSS FINANCING QUESTIONS; AND C) INVESTIGATE COUNTER-PURCHASE POSSIBILITIES.

2. KLOSE, WHO WILL BE IN THE US FROM MAY 1 THROUGH 24 (REFTEL), WISHES TO OBTAIN THE NAMES OF FIRMS SUPPLYING COMPLETE PRODUCTION PLANTS IN THE FOLLOWING AREAS: POLYETHYLENE; POLYVINYLCHLORIDE; SYNTHETIC PROTEINS; ACRYLIC NITRIL (MONOMERIC); CONTINUOUS AND DISCONTINUOUS PULP DIGESTER; INDUSTRIAL EXPLOSIVES; CAPROLACTAM; AND HYDROFLUORIC ACID, FREON. HE WOULD PLAN TO CALL OR VISIT AS MANY SUCH FIRMS AS HIS BUSY SCHEDULE PERMITS. APPOINTMENTS HAVE ALREADY BEEN MADE WITH FARREL INTERNATIONAL (ANSONIA, J.J.); NACE CORP., SCIENTIFIC DESIGN, UNION CARBIDE CORP., HONEYWELL (ALL UNCLASSIFIED

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NEW YORK); UPJOHN AND KELLOGG (BOTH HOUSTON);

STANDARD OIL OF INDIANA (CHICAGO); AND, SWINDELL
DRESSLER (PITTSBURGH) AND VARIOUS UNNAMED SUBCONTRACTORS.
TO THE EXTENT SUFFICIENT TIME IS NOT
AVAILABLE, CONTACTS OR LEADS WHICH APPEAR PROMISING
WOULD BE PURSUED DURING A PROJECTED SECOND TRIP TO THE
US LATER THIS YEAR.

3. COMMERCE/BEWT IS REQUESTED TO FURNISH LEADS AND OTHER
INFORMATION DEVELOPED IN RESPONSE TO THIS REQUEST TO
STRAGIS, COMMERCIAL ATTACHE, GDR EMBASSY. AFTER CONSULTA-
TION WITH STRAGIS UPON ARRIVAL, KLOSE WILL BE IN TOUCH
WITH COMMERCE TO REQUEST ASSISTANCE IN MAKING
APPOINTMENTS WITH SELECTED FIRMS. GROVE

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